

## Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W  
----- 114277

R 091400Z JUL 75  
FM AMEMBASSY ATHENS  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 9519

UNCLAS ATHENS 5134

FOR BIC LINDSTROM  
EO 11652 NA  
TAGS BEXP GR  
SUBJ: US CATALOG SHOW AT "POSIDONIA 76"  
REF ATHENS 3720, JUN 14, 74

1. POSIDONIA MANAGEMENT (DICKENS) HAS APPROACHED EMBASSY WITH REGARD TO SPACE REQUIREMENTS FOR US EXHIBIT IN SUBJECT SHOW. DICKENS CLAIMS SPACE RAPIDLY BEING TAKEN UP. 40 SQ METER BOOTH OPPOSITE 90 SQ METER AMERICAN BUREAU OF SHIPPING BOOTH STILL AVAILABLE. FREE STANDING 45 SQ METER BOOTH IN SAME GENERAL VERBAL COMMITMENT ON THE SPACE TO OTHER PROSPECTIVE EXHIBITOR.

2. EMBASSY HAS REQUESTED TENTATIVE (NO COMMITMENT) OPTION ON FORMER, TO BE SUPERSEDED BY OPTION ON LATTER, SHOULD IT BECOME AVAILABLE.

3. PRICES ARE 55 POUNDS STERLING PER SQUARE METER FOR SPACE WITH SHELL (PLATFORM, SIDES, BACK WALL, AND FACIA) AND 40 POUNDS PER SQUARE METER WITHOUT SHELL. COAST OF SPACE FOR "POSIDONIA 74" WAS 38 POUNDS STERLING PER SQ METER FOR SHELL SPACE. US EXHIBIT IN "POSIDONIA 74" COVERED ABOUT 40 SQUARE METERS, BUT TRAPEZOID SHAPE OF EXHIBIT AREA OF 74 LESS PRACTICAL THAN RECTANGULAR SHAPE OFFERED FOR 76.

4. EMBASSY WILL FORWARD FLOOR PLAN FOR POSIDONIA 76 BY AIRGRAM. PLS NOTE THAT EXHIBITION WILL NOT BE HLED AT UNCLASSIFIED

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ZAPPEION BUILDING, AS IN PREVIOUS YEARS, BUT AT NEW MARINE

PASSENGER TERMINAL IN PIRAEUS.

5. ACTION: PLS INFORM EMBASSY WHETHER TO HOLD ON TO  
SPACE, AND WHETHER US PARTICIPATION APPEARS LIKELY,  
POSIDONIA MANAGEMENT WILL LIKELY BE IN CONTACT WITH LINDSTROM  
FROM ITS NEW YORK HEADQUARTERS.  
KUBISCH

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
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**TAGS:** BEXP, GR  
**To:** COM  
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